



# These Dealers Will Supply You with Special Columbia

## The Columbia Grafonola Will Teach You to Dance

The Herald Coupon and 35c will give you a Record of Prof. Wilson's complete Dancing Lesson. Every movement clearly described. We'll honor the coupon for these Special Records.

Every home ought to have one of these wonderful machines. Nothing can fill its place. You've got to play the piano. The world's greatest musicians will play for you on your Columbia Grafonola. The celebrated singers will sing for you. It's an entertainer—and now it becomes an instructor in the new and popular dances.

Our price for any model of Grafonola is warranted to be the lowest—\$15 to \$200—and we'll make the terms of payment so easy that you'll never miss the cost. Free trial in your own home.



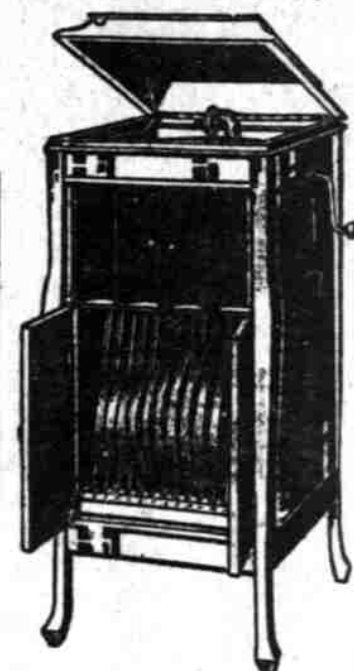
**"THE ECLIPSE"**  
With six Double-Disc Records.  
**\$23.90**  
Terms, 50c a week.



**"THE JEWEL"**  
With Ten Double-Disc Records.  
**\$41.50**  
Terms, 75c a week.



**"THE FAVORITE"**  
With Twelve Double-Disc Records.  
**\$57.80**  
Terms, \$1 a week.



**"THE LEADER"**  
With Fourteen Double-Disc Records.  
**\$89.10**  
Terms, \$1.50 a week.

Seventh Street

**HOUSE & HERRMANN**

Eye Street

THE COLUMBIA'S LATEST DANCE INSTRUCTION RECORD

## The "Hesitation"

By G. HEPBURN WILSON

A Regular 65c Record

For **35c**

And the Herald Dance Coupon ON THE OTHER SIDE

"The Last Night" by Mrs. Holt

A Beautiful Contralto Solo

**FREE** G. Hepburn Wilson's Book How to Dance the Modern Dances FREE.



**F. G. Smith Piano Co.**  
1217 F STREET

SEE BACK PAGE—SECOND NEWS SECTION

FOR

**THE WASHINGTON HERALD'S**  
EXTRAORDINARY DANCE RECORD  
COUPON OFFER

\$5.00 Down and \$1.00 a Week

Buy This



Jewel Grafonola, with four 10-in. double-disc records. Entire payment \$37.60.

**R. H. REAMY,** 625 Pennsylvania Ave. S. E. Phone Lincoln 3672

The Only Store in the Southeast Section that Will Receive Herald Coupons : : :

Bring Your Coupons to this Store  
No Need to Go Downtown

We have the special instruction record here together with a complete stock of Columbia Machines and Records.

By coming here you save the time and trouble of going downtown.

Come in and hear the records and see the machine demonstrated.

A Full Line of July Records Going on Sale Now. OPEN LATE EVENINGS



**M. PHILIPS**

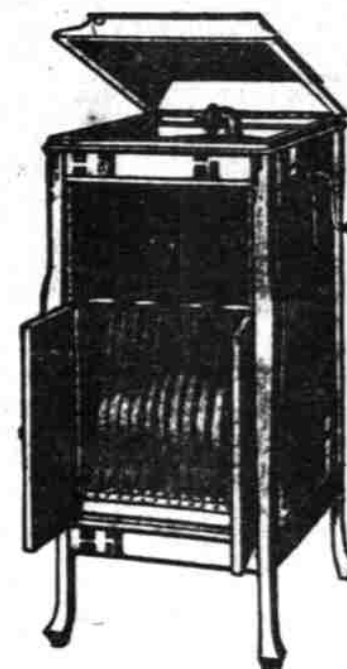
International Book and Stationery Store  
1233 Seventh Street N. W.



Jewel Grafonola, with four 10-in. double-disc records. Entire payment \$37.60.



The three most popular talking machines in the United States.



**THE LEADER**  
Grafonola and \$10.00 worth of double-disc records for only

**\$85.00**

Small cash payment and monthly payments to finish.



**THE JEWELL**  
Grafonola with six 10-inch double-disc dance records only

**\$38.90**

Easy Payments.

Other Graphophones and Grafonolas from \$15.00 to \$500.

Bring your Coupons to us with 35 cents and get the HESITATION instruction record and free copy of G. Hepburn Wilson's book, "How to Dance the Modern Dances."

## The Columbia



1210 G STREET



Bring Your Coupons to Us

**Fred S. Lincoln**

INCORPORATED

612 TWELFTH ST. N. W.

Our Terms on Columbia Outfits ARE BEST